

US EXECUTIVE APPROVAL FORM**CUSTOMER NAME: Qualcomm****SECTION I - Approval Requests:****HQAPP Requests:**

1. Re-approval of previous approvals received 8/26/03 when customer stated they were ready to purchase Oracle over Peoplesoft. Due to internal politics, decision was delayed. Expect final decision by mid-February. Asking for this approval now (configuration may likely grow from this point) to ensure we can book in Q3 should we get the go-ahead from Qualcomm. Competitive replacement of Peoplesoft ERP.
2. Raise discount level to Worst Case 85% to cover possible addition of Peoplesoft CRM replacement and OFD.
 - a. Note – intention is to hold at 80% unless client adds the Peoplesoft CRM piece, which could be an additional \$750K at an 85% discount. However, Craig Conway is willing to do anything to stop Oracle on this deal, so there is a chance this worst case at the totals below may be used, but only as a last resort.

Previously approved requests (August 26, 2003):**HQAPP Requests:**

1. 80% discount request in order to match 'like for like' credit for Peoplesoft applications per Oracle announcement by LJE. This win will replace Peoplesoft at one of their previous top reference sites.
2. Price hold to May 28, 2004 at this level (80%) for same applications modules listed in this contract, and 70% for non-listed applications.

TIER 1 Requests:

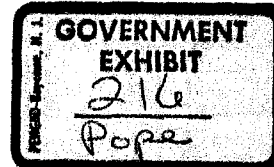
1. Price hold at 70% for 2 years starting June 1, 2004 thru May 31, 2006 for all eBusiness Suite modules
2. 3 year price hold on support to match license price holds at 22% of license
3. Support cap not to exceed 4% over prior years fees for renewal years 2 and 3.

SECTION II – Deal Summary:

Deal Summary	
Programs	(List out all programs here)
License Discount	85% (ebiz + 60 %)
Support Discount	85% (ebiz + 60 %)
Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	3 year support hold at current level
Price Holds	3 year price hold at current level
List License	6,658,765
List Support	1,464,928
List Comp & Admin	

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Net License	998,815
Net Support	219,739
Net Comp & Admin	
Net Total Price	1,218,554
Price List Used	6/20/03

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	None existing for applications.
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

SECTION III -**Justification:**

With past purchases, Customer has requested this support cap and Oracle has agreed to terms. Customer is again asking for consistency. With such a large purchase, Qualcomm would like to be able to budget for support each year going forward. This remains a very competitive situation with Psft and Oracle promoters within Qualcomm are asking for a competitive advantage.

Justification:

This is a very visible competitive evaluation versus Peoplesoft. Up until two years ago, Qualcomm was Peoplesoft's flagship reference account. Given that Psft is the incumbent, Oracle must be priced competitively in order to justify the additional purchase of license with a new vendor. Peoplesoft's license costs are much less than Oracle's.

Qualcomm has already implemented Oracle 11i complete ERP for the semiconductor business unit. Continuously act as a reference for Oracle.

The 80% discount is equivalent to the net price that client would be charged if we were to offer the alternate, but more complicated option (for legal and contractual reason) of the 'like for like' credit for previously purchased and current Peoplesoft software. Client owns a site license for ALL Peoplesoft products, and will be terminating them once Oracle is implemented.

Client is also willing to support Oracle references at ALL levels (C-Level) on the benefits of the Oracle relationship, and contrast that to Peoplesoft. Thus, this would be of great value to Oracle.

Client presented at AppsWorld 2004 to rave reviews, hosted a press-day (arranged by Oracle's Marketing Group), and supported numerous reference calls in January 2004.

Note : Client was shown pricing before the Peoplesoft acquisition was announced. Wwith the pending acquisition and this client's willingness to support Oracle at the corporate level with references (already started), we revisited with the 'like for like' approach announced by LJE to understand the end price.

Per Keith Block's request, we are using the more simple approach of applying an equalizing discount to get to the same net fee.

Recommendation: (leave blank for HQAPP to fill out)

Submitted By: Strategic Accounts, VP Lisa Pope, RM Max Hill

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Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW
WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION
(SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details**Instructions - Fill in all sections completely.****APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.**Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	8/20/03
Opportunity I.D. (OSO Number):	
Is this a ship order?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	8/30/03
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (GB Use Only)
MIGRATIONS OR UPDATES:	Yes <input checked="" type="checkbox"/> No
PREMIUM SERVICES:	Yes <input checked="" type="checkbox"/> No
INCIDENT PACKS:	Yes <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Payment Terms:	<input checked="" type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify)
Referenced Agreement:	<input type="checkbox"/> New OLSA <input checked="" type="checkbox"/> Reference SLSA 19586-15-may-98

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Qualcomm Inc
Business Address:	5775 Morehouse Drive
City / State / Zip:	San Diego, CA 92121
Customer Contract Admin:	Dan Allen
Phone #:	858-658-4662
Fax #:	858-684-4544
E-mail ID:	dallen@qualcomm.com
Billing Contact:	Sam Peck
(Partner/VAD if Indirect):	
Address:	5775 Morehouse Drive
City / State / Zip:	San Diego, CA 92121
Phone #:	858-845-5177
Fax #:	858-651-6557
E-mail ID:	speck@qualcomm.com
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt <input checked="" type="checkbox"/> X
Shipping Contact:	Dan Allen
Address:	5775 Morehouse Drive
City / State / Zip:	San Diego, CA 92121
Phone #:	858-658-4662
Fax #:	858-684-4544
E-mail ID:	dallen@qualcomm.com
Technical Support Contact:	Jeff Farmer
Address:	5775 Morehouse Drive
City / State / Zip:	San Diego, CA 92121
Phone #:	858-658-4694
Fax #:	858-658-1595
Email ID:	jfarmer@qualcomm.com
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$172,500
Education Discount:	<u>15</u> %
Education Revenue:	150,000
Education Sales Rep:	Donna Ammer

PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program: Unix

Make: Sun

OS: Solaris

PROGRAMS:

Applications			
Will applications be modified:	Yes	<input checked="" type="checkbox"/> No	
Will users be accessing modified Apps from the web:	Yes	<input checked="" type="checkbox"/> No	
Have all prerequisites been included:	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	
Will users use Fast Forward RPM:	Yes	<input checked="" type="checkbox"/> No	
Will applications be hosted:	Yes	<input checked="" type="checkbox"/> No	
Indicate database that Apps will run on:	9i		
Indicate CSI for existing prerequisite database and tools:			

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Geneva Lake
Technology Sales Manager	Daniel Facchetti
Account Manager	Geneva Lake
iSD Rep	Robin Carlier
Education Sales Rep	Donna Ammer
Support Renewals Rep	Michele Buono
Premium Support Rep	Laura Scott
Migrations Manager	
Is there a teaming agreement?	<input type="checkbox"/> Yes (if yes, list all appropriate reps) <input checked="" type="checkbox"/> No
Requester:	Name: Max Hill Business Telephone: 714.431.2744 Cell Phone: 714.514.1764